

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 04085 091804Z
ACTION EUR-12

INFO OCT-01 ARA-14 EA-12 ISO-00 EB-08 /047 W
-----037100 091818Z /43

P 091803Z MAR 78
FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8810
AMEMBASSY BELGRADE
AMEMBASSY BONN
AMEMBASSY BRASILIA
AMEMBASSY CANBERRA
AMEMBASSY CARACAS
AMEMBASSY THE HAGUE
AMEMBASSY MADRID
AMEMBASSY MEXICO
AMCONSUL MILAN
AMEMBASSY NICOSIA
AMEMBASSY PARIS
AMEMBASSY ROME
AMCONSUL SAO PAULO
AMEMBASSY SEOUL
AMEMBASSY STOCKHOLM
AMCONSUL SYDNEY
AMEMBASSY TAIPEI
AMEMBASSY TOKYO
AMEMBASSY WARSAW

UNCLAS MOSCOW 04085

USDOC FOR ITA/BED/OIM/MRD/NBASSETT AND BEWT/OEWTD/MURRIN

E.O. 11652: N/A
TAGS: BBSER, UR
SUBJECT: SOLICITATION OF BIDS FOR GMS SURVEY MACHINE
TOOLS AND RELATED EQUIPMENT
REF: (A) LONDON 3583, (B) STATE 33733
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1. AS OIM AWARE, THERE ARE NO MARKET RESEARCH/
CONSULTING ORGANIZATIONS IN MOSCOW WHICH WE WOULD JUDGE
TO BE RELIABLE IN HANDLING GMS REQUIREMENTS. IN PAST,
USSR MARKET STUDIES HAVE BEEN NORMALLY CONTRACTED OUT
OF WESTERN EUROPE LOCATIONS OR IN UNITED STATES.

2. AS A SUGGESTION ONLY, OIM MAY WISH TO CONSIDER USING SAME CONTRACTOR FOR EE/USSR SECTION OF MACHINE TOOLS SURVEY. WE NOTE RECOMMENDATION IN REF (A) THAT EE/USSR SURVEY BE SPLIT BETWEEN U.K. FIRMS TACTICAL AND IMES. REGARDLESS OF WHICH FIRM IS EVENTUALLY CHOSEN FROM WHATEVER LOCATION, OUR EXPERIENCE HAS SHOWN THAT WHEN DEALING WITH CPE'S AND AN INTEGRATED SYSTEM SUCH AS CEMA, INTERVIEWS IN ONE COUNTRY OFTEN LEAD TO EXCELLENT CONTACTS/SOURCES IN ANOTHER CEMA COUNTRY. FOR EXAMPLE, INFO GATHERED IN POLAND CAN BE EXTREMELY BENEFICIAL TO RESEARCHER WHO MIGHT THEN BE GOING ON TO USSR. THUS, THERE WOULD BE AN ADVANTAGE IN HAVING ONLY ONE CONTRACTOR.

3. UNLESS INSTRUCTED OTHERWISE, POST INTENDS TO TAKE NO FURTHER ACTION ON THIS BID SOLICITATION. TOON

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NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 mar 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW04085
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780106-0712
Format: TEL
From: MOSCOW
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780388/aaaacwft.tel
Line Count: 78
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 38734cca-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: ONLY
Reference: 78 LONDON 3583, 78 STATE 33733
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3387863
Secure: OPEN
Status: NATIVE
Subject: SOLICITATION OF BIDS FOR GMS SURVEY MACHINE TOOLS AND RELATED EQUIPMENT
TAGS: BBSR, UR
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/38734cca-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014